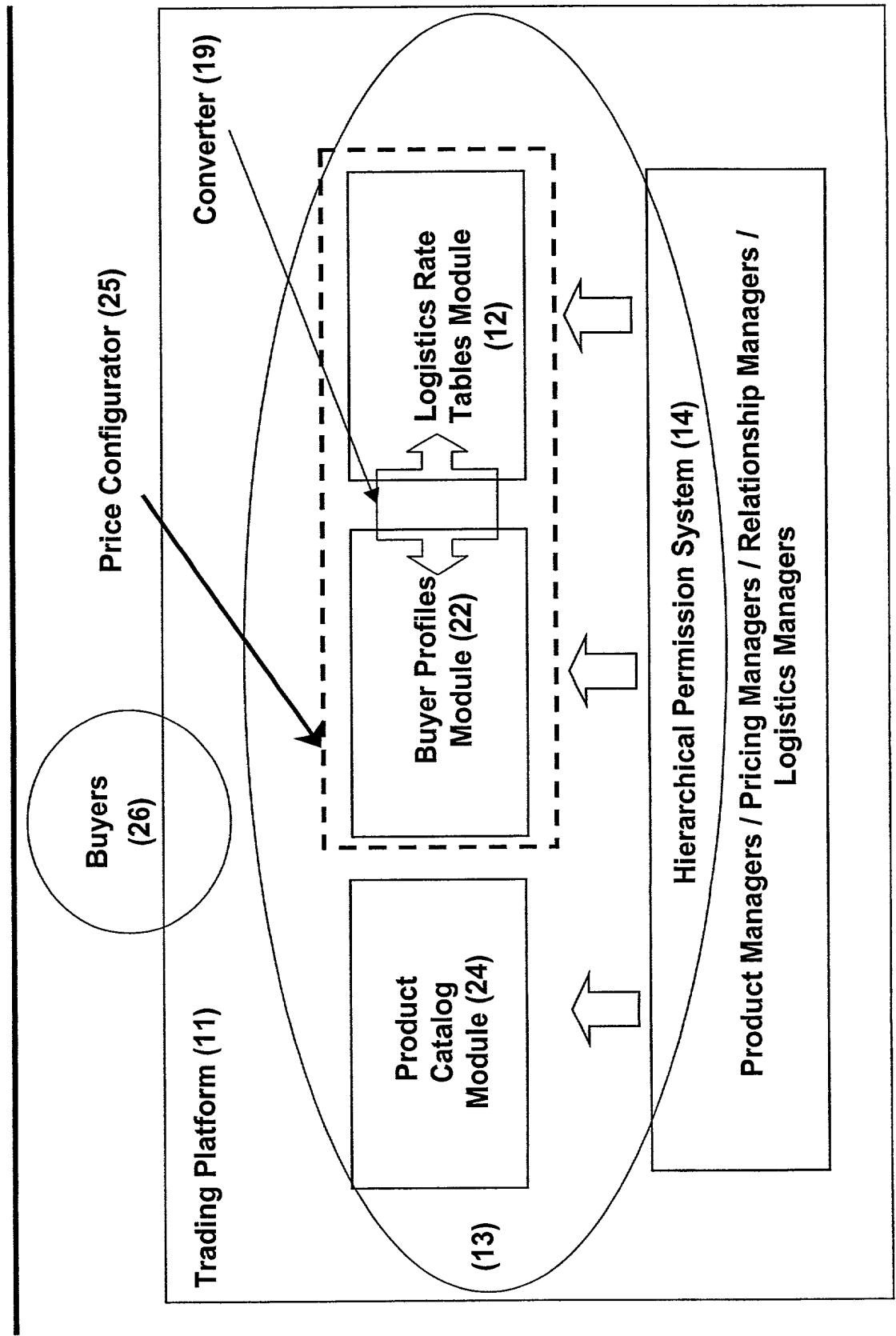


Figure 1



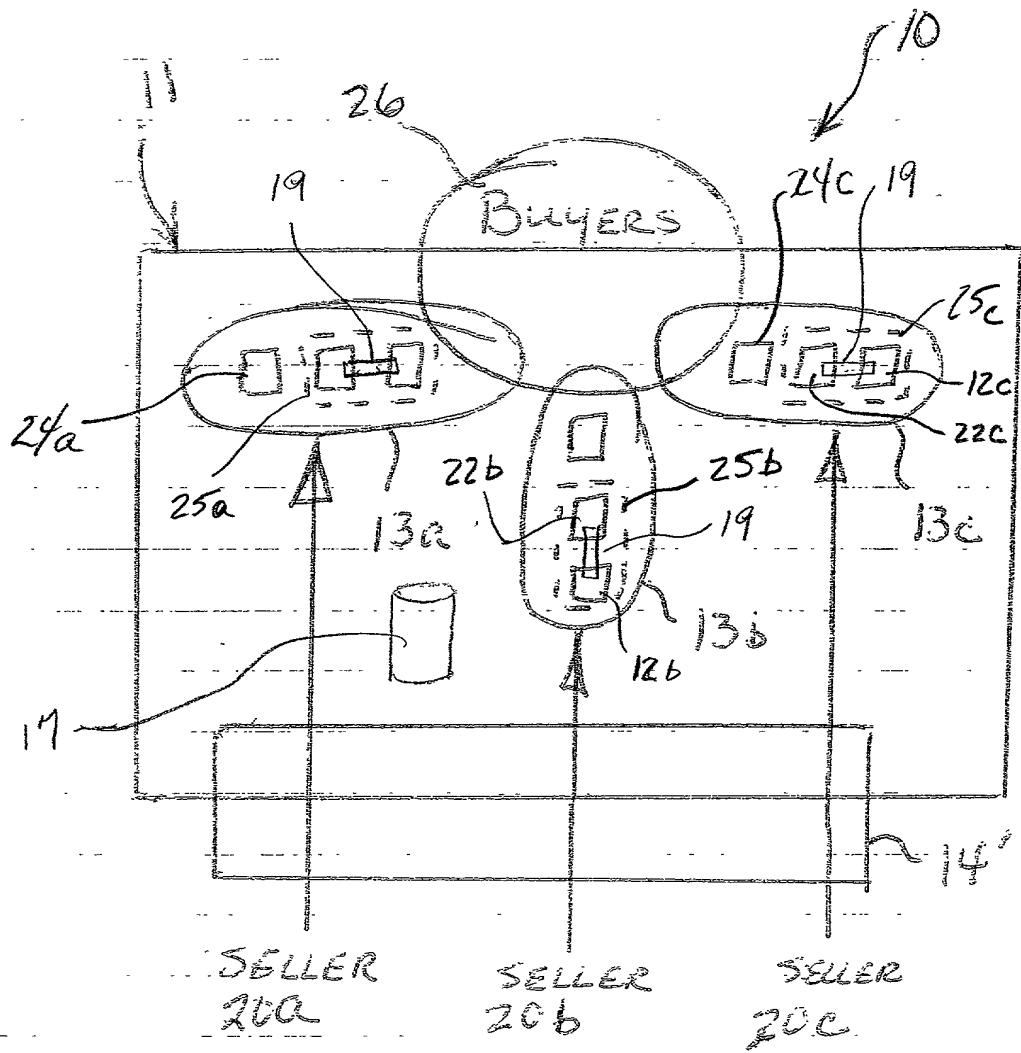
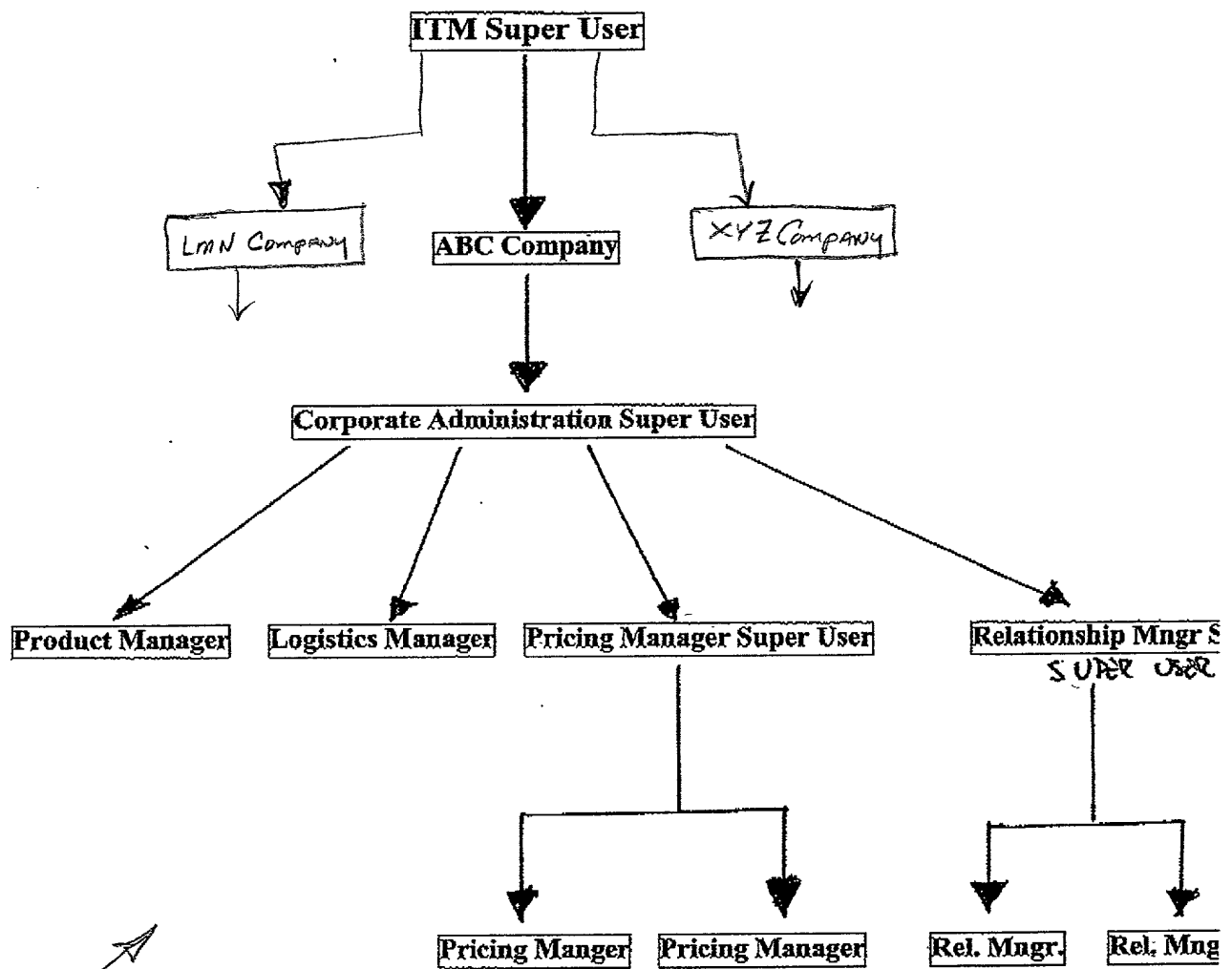


FIG. 2

One Possible Embodiment of PRMS Hierarchical Permission Tree



14

FIG. 3

Figure 4(A)

# PRICING MANAGER SUMMARY PAGE

International Trade Management - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://192.168.111.34:7001/marketplace/pricingmgmt/OfferSummary.jsp?usermgmtUserId=183

USER MGMT PRICE MGMT OFFER SUMMARY LOGISTICS ITM Superuser Mar 29, 2001

OFFER SUMMARY

TOP

Select Account

ML Kurt

OC Ron

SC Pat

PA Paul

Search For A User

Create New User

OFFER SUMMARY 1 - 3 of 3

View	Category	Product Name	Total Quantity	Price Range
	Bone-in legs	Bone-in hams (legs) 20 TO 26 HO	84,000 lbs	\$ 82 - \$ 84
	Boneless	Boneless Butts 4 TO 8 Always Tender	84,000 lbs	\$ 25 - \$ 25
	Boneless	boneless loins 8 TO 10 Always Tender	84,000 lbs	\$ 25 - \$ 30

Go to 1 - 3

ITM

Done Internet

FIGURE 4(B)

RELATIONSHIP MANAGER TRADING/NEGOTIATION SCREEN

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Back Forward Stop Search Favorites History

Address http://192.168.111.34:7001/marketplace/relationshipmgmt/OffersByCompany.jsp?\_BeanID=15776525&Rep\_0\_20=submit

Links Customize Links Free Hotmail Windows RealPlayer

USER MGMT RELATIONSHIP MGMT REPORTS LOGISTICS Relationship Mgr SU Apr 2, 2001

OFFERS BY COMPANY

Search Advanced  
Smith, John  
Search for a User  
Create New User

OFFERS BY COMPANY 1 - 3 of 3

Company	Buyer	Location	Phone #	# of Bids	# of Pounds Bid
The Kr. Company	Bill Johnson	Cincinnati	311-456-9877	1	42,000

Product	Plant	Offer Price	Ships	Ships To	Qty Offer	Qty. Avail.	Action
Boneless Butts 4 TO 6 Always Tender	199N-Fremont	\$8234	04/13/2001	Cincinnati	42,000	42,000	View Detail

Current	FOB Price	Price	Ships	Offer Type	Quantity	Action
Offer	0.8234	0.8784	04/13/2001	Subject	42000	Send Remove
My Bid	0.8056	0.88	04/13/2001	Firm	42000	Accept

Thanks for the Offer

○ Boneless Butts 4 TO 6 Always Tender	199N-Fremont	\$8434	04/13/2001	Cincinnati	42,000	42,000	View Detail
○ Bone-in hams (legs) 20 TO 26 HC	199N-Fremont	\$8176	04/13/2001	Cincinnati	42,000	42,000	View Detail
○ Bone-in hams (legs) 20 TO 26 HO	1992-Rochelle	\$8388	04/13/2001	Cincinnati	42,000	42,000	View Detail

○ Sale Inc	Joe Mc	Dallas	63-987-2	0	0	
○ Pt. Inc	Mary Jo	Atlanta	40-867-0	0	0	

Go to 1 - 3

ITM

Figure 4(C)

BUYER SCREEN WITH OFFER DETAIL

International Trade Management - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address http://192.168.111.34:7001/marketplace/buyer/OffersByCompany.jsp?\_BeanID=19648960&Rep\_0\_14=submit

Links Customize Links Free Hotmail Windows RealPlayer

USER MGMT OFFER MGMT REPORTS LOGISTICS Bill Johnson Apr 2, 2001

OFFERS BY COMPANY

OFFERS BY COMPANY 1 - 1 of 1

Company	Seller	Phone	# of Offers	Quantity
Foods Corporation	John Smith	(404) 442-7702	4	168,000

Product	Plant	Ship To	Expires	Action
Boneless Butts 4 TO 8 Always Tender	199N-Fremont	Cincinnati	2001-04-14	View Detail

Current	Price	Ships	Offer Type	Quantity	Action
Offer	0.3784	04/13/2001	Subject	42000	Accept
* Bid	0.96	04/13/2001	Firm	42000	Send
Thanks for the Offer					Remove

Boneless Butts 4 TO 8 Always Tender	199N-Fremont	Cincinnati	2001-04-14	View Detail
Bone-In hams (legs) 20 TO 26 HO	199N-Fremont	Cincinnati	2001-04-14	View Detail
Bone-In hams (legs) 20 TO 26 HO	1992-Rochelle	Cincinnati	2001-04-14	View Detail

Go to 1-1

ITM

Done Internet

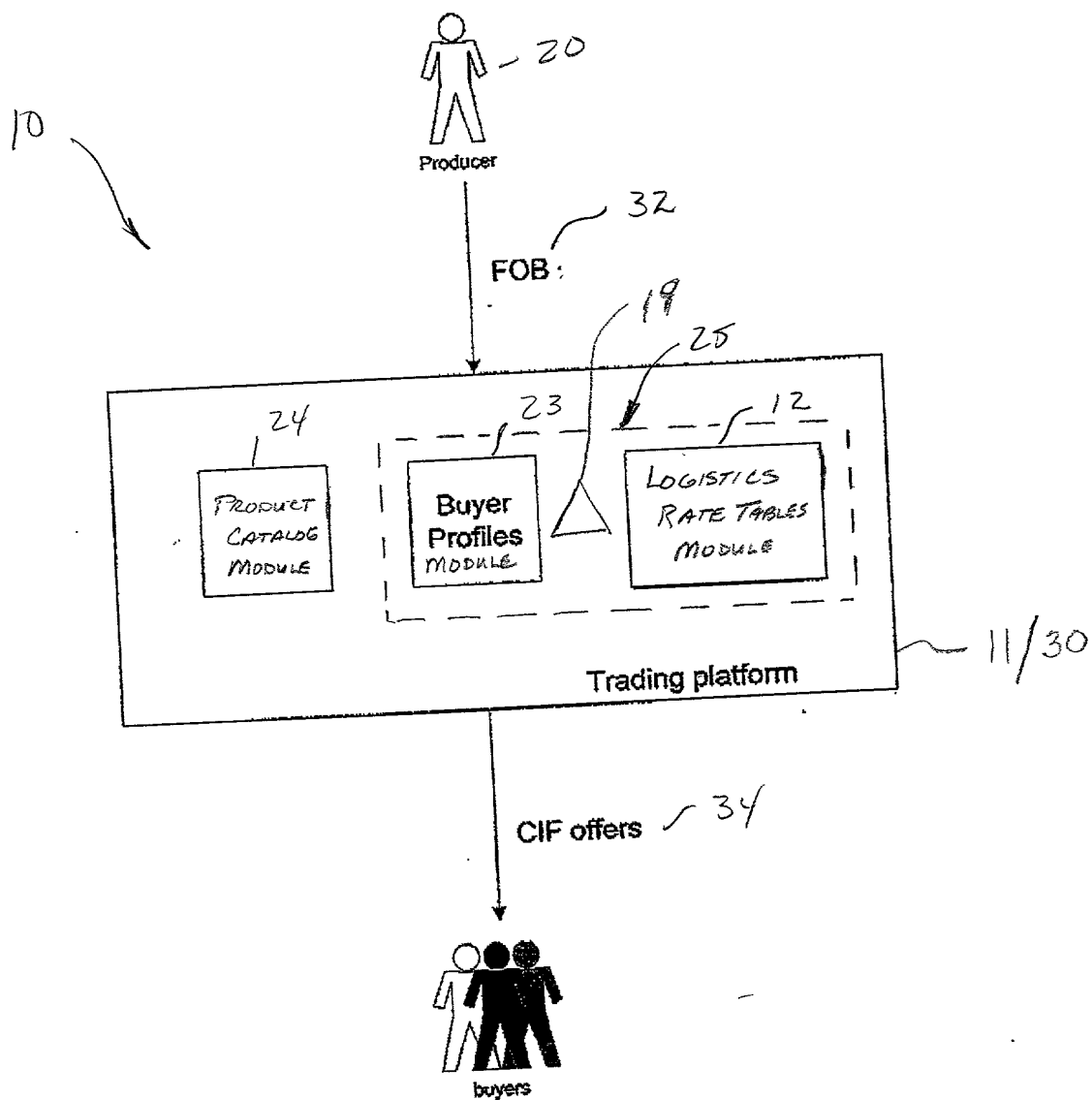


FIG. 5

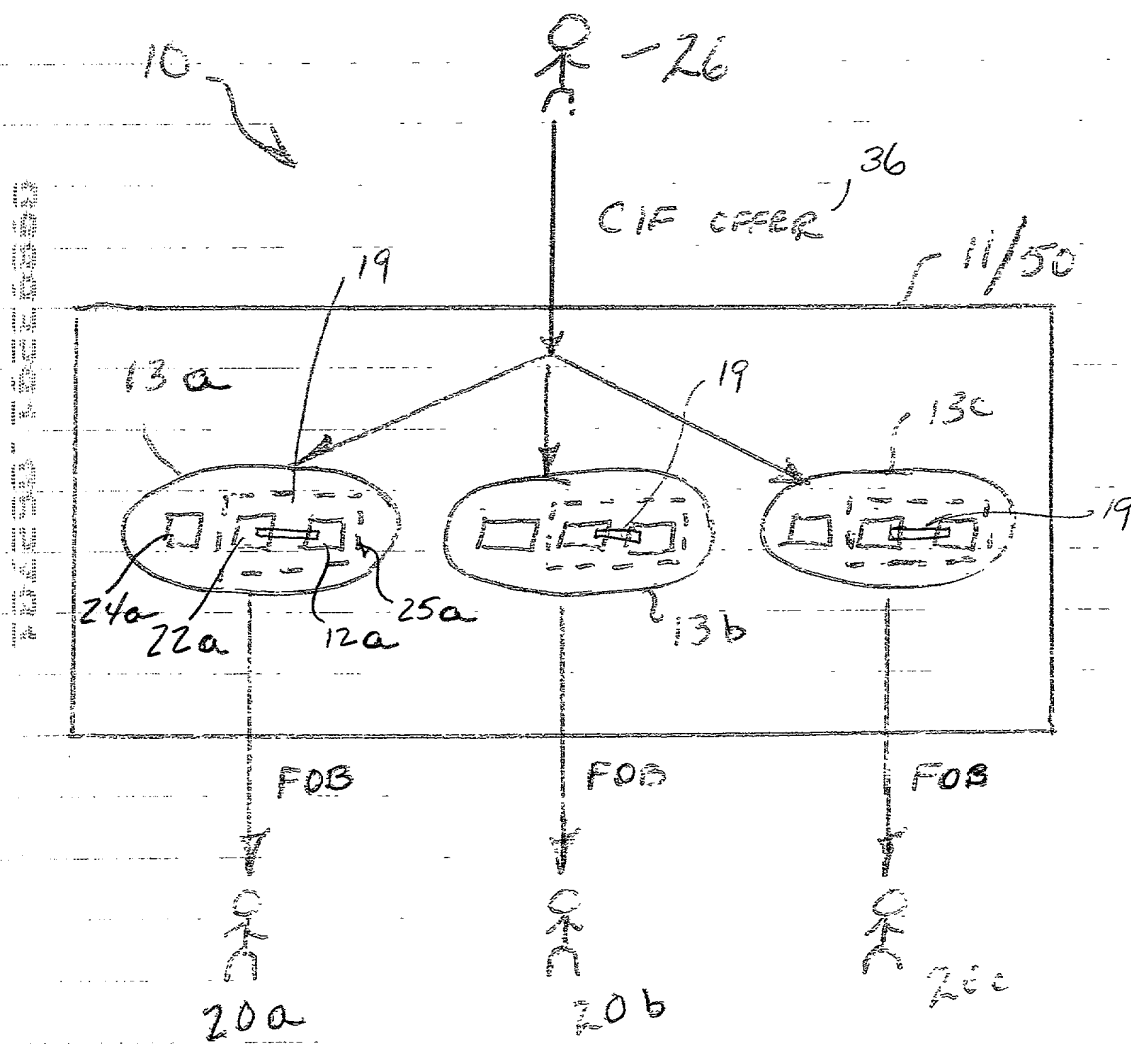
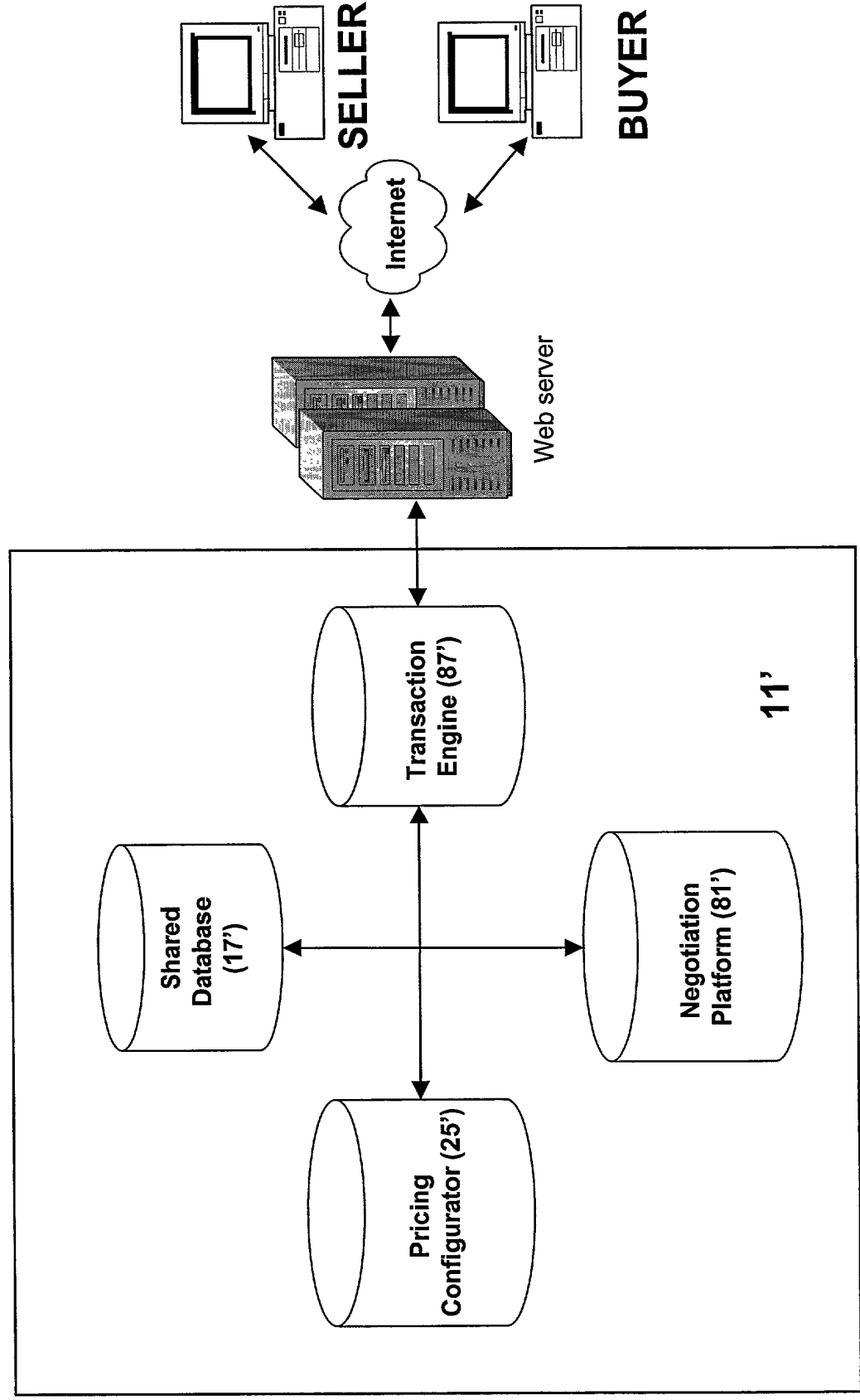


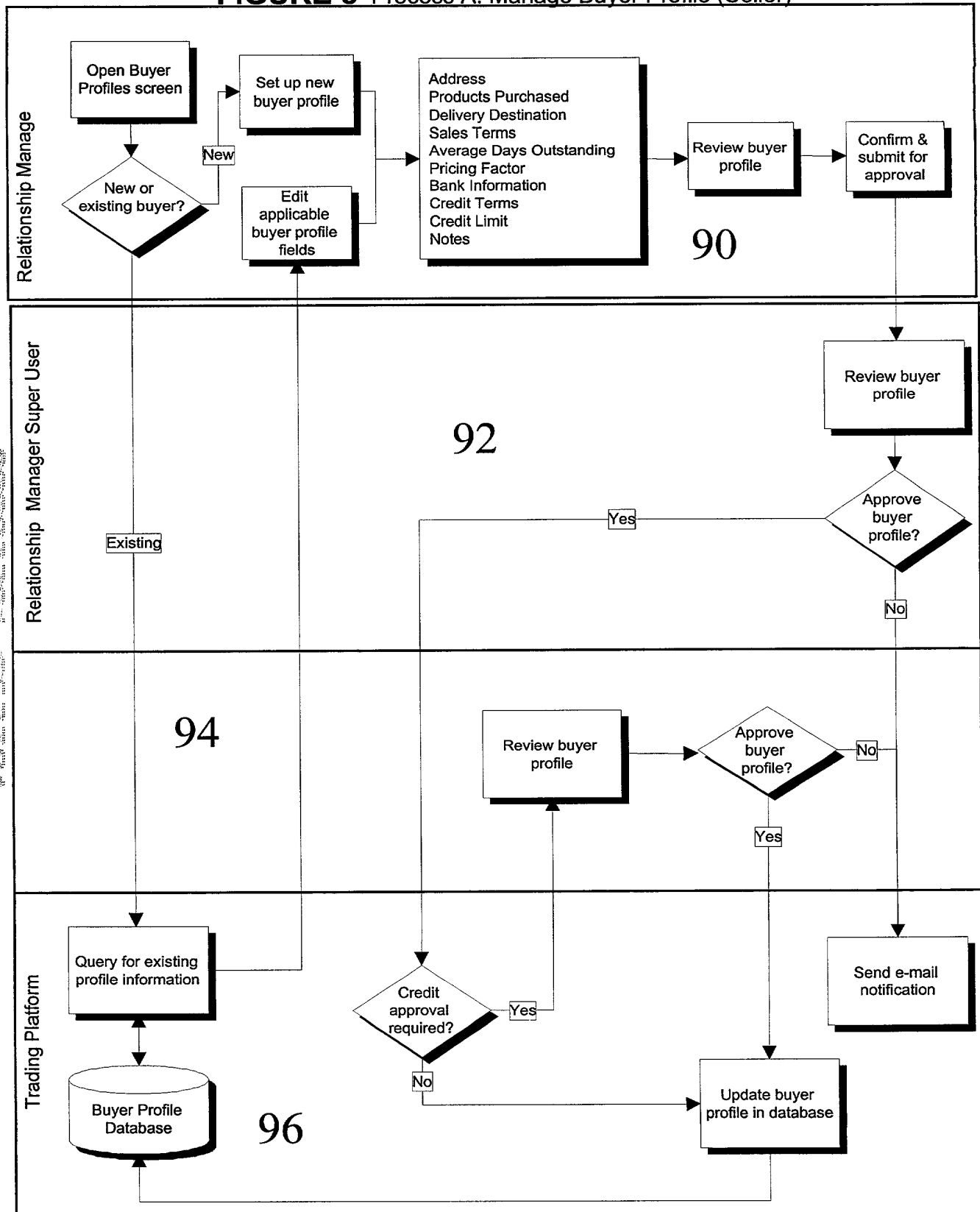
Fig. 6



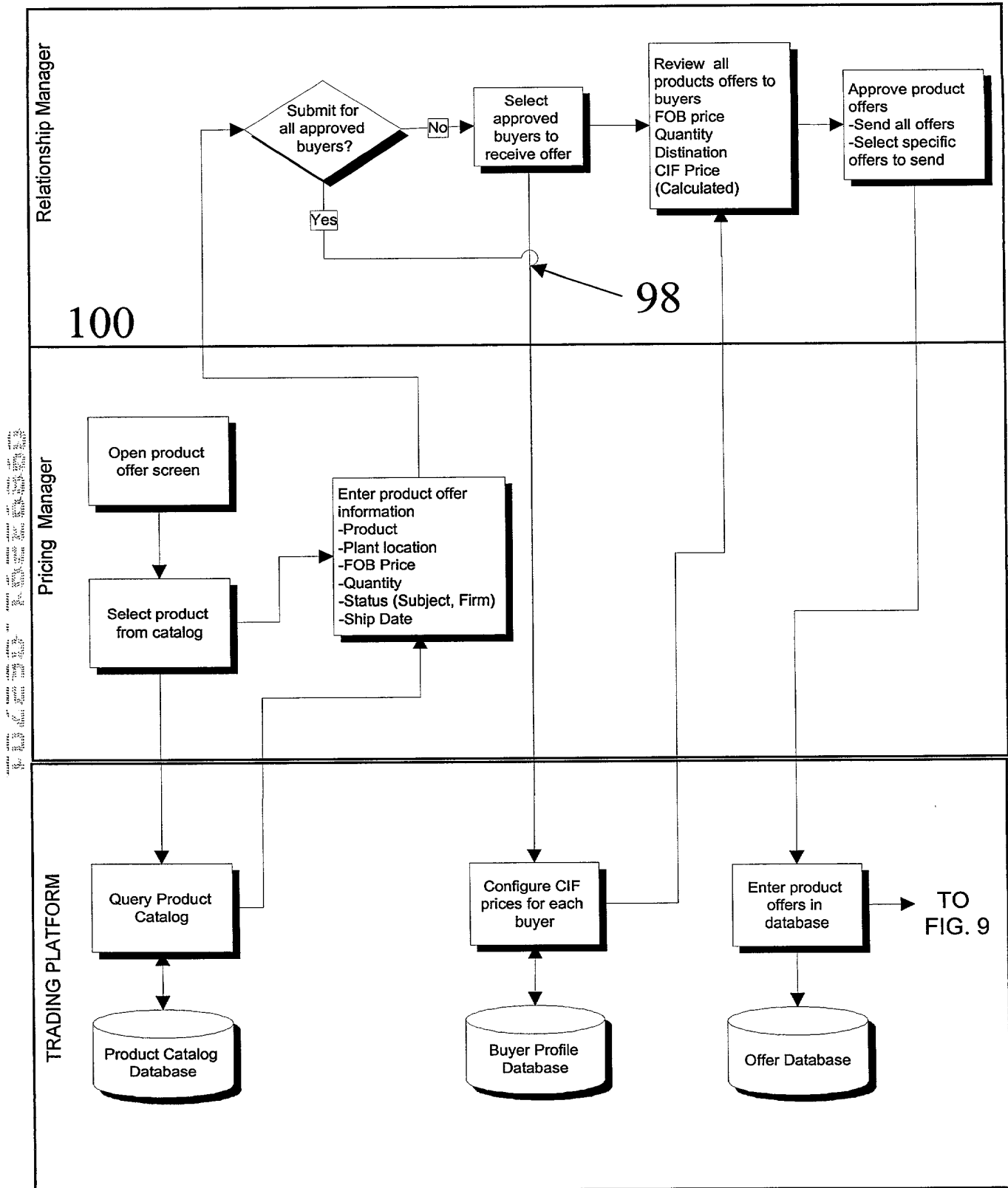
Fig. 7



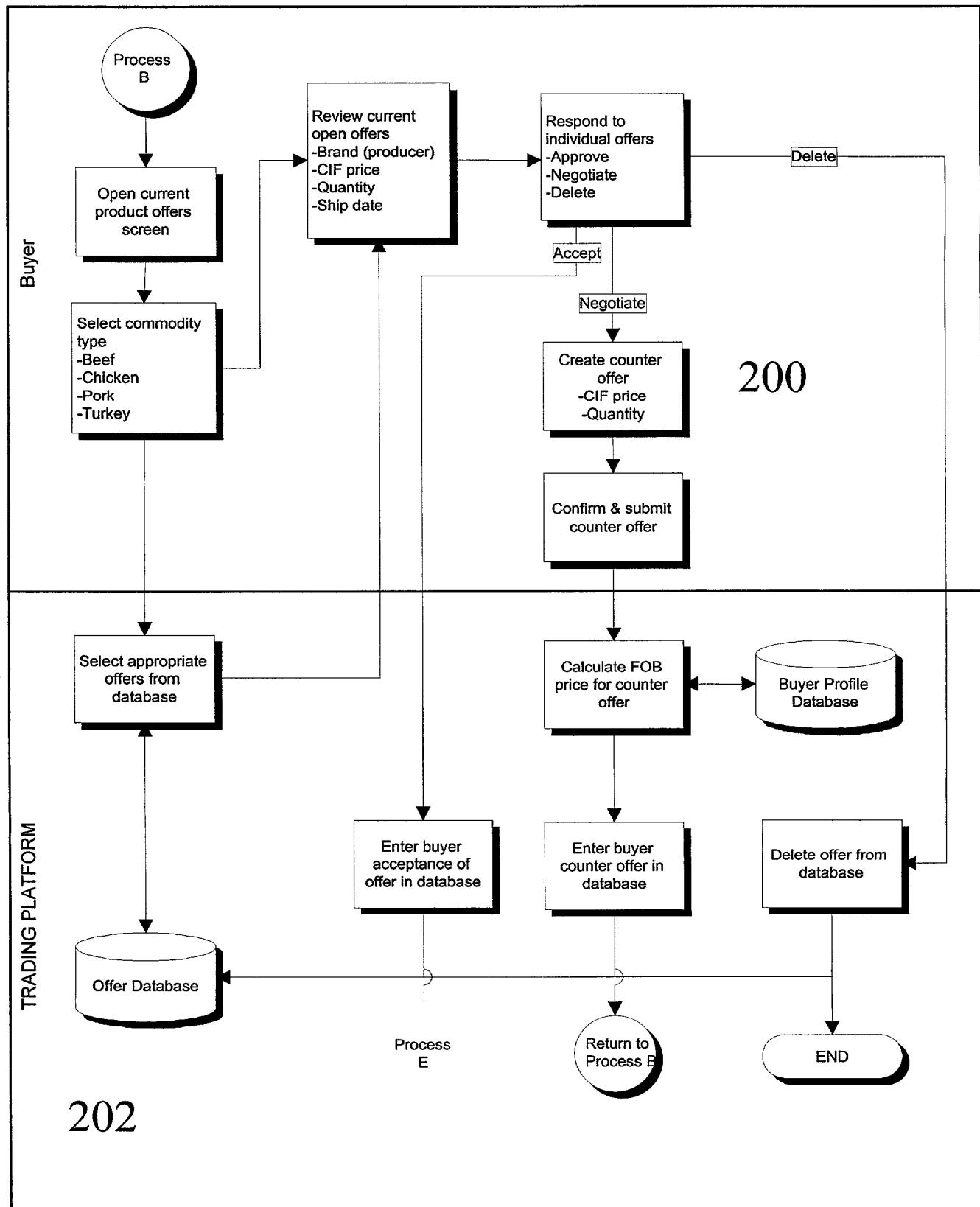
**FIGURE 8** Process A: Manage Buyer Profile (Seller)



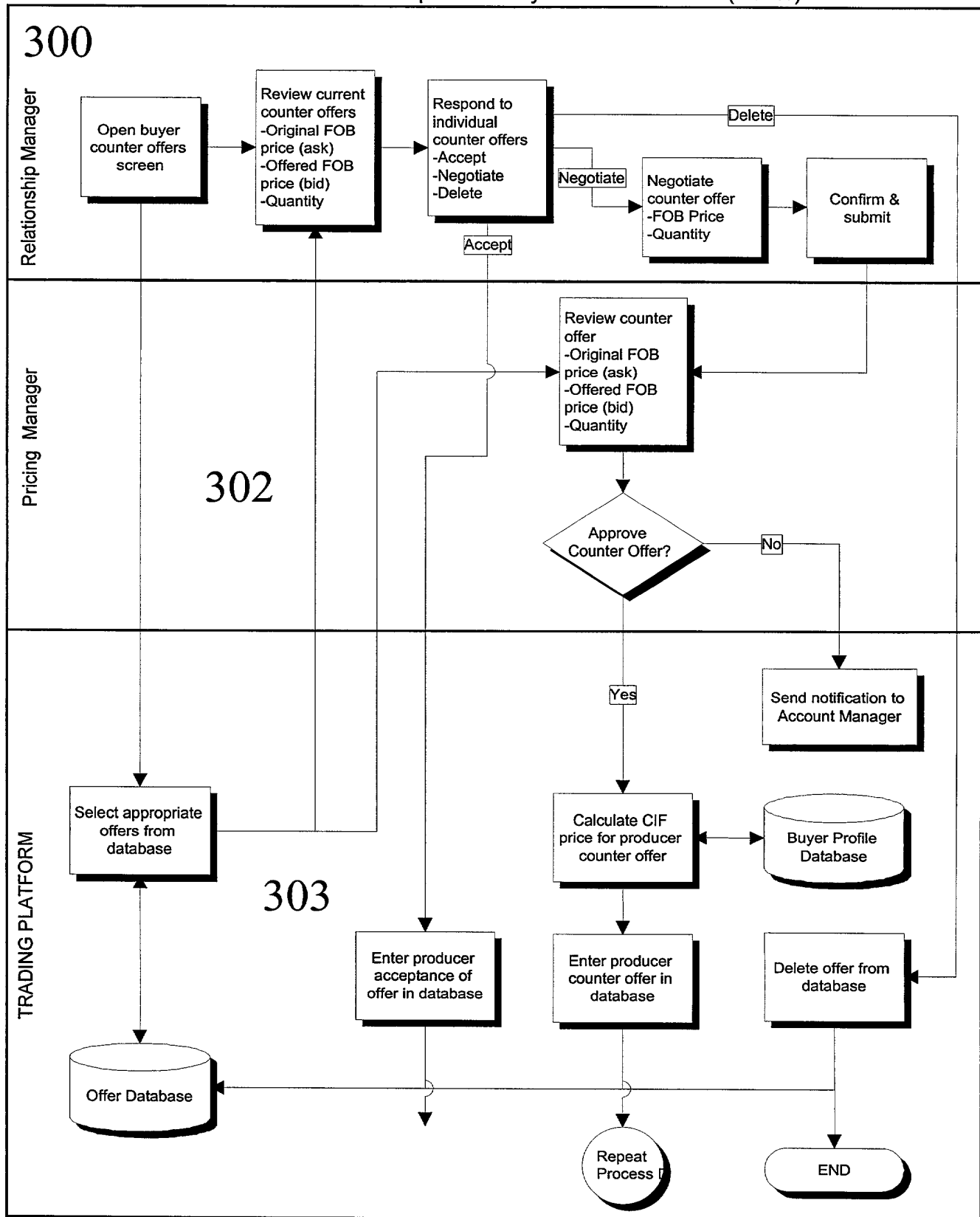
**FIGURE 9** Process B: Generate Product Offers (Seller)



**FIGURE 10** Process C: Respond To Product Offers (Buyer)

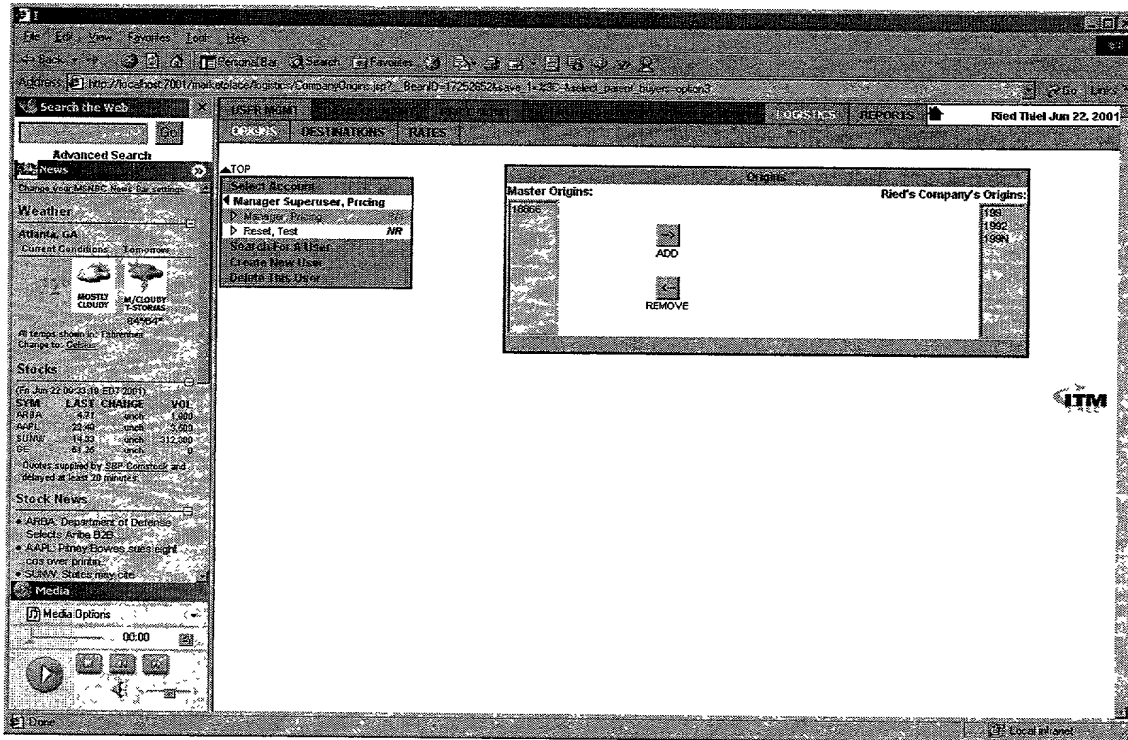


**FIGURE 11** Process D: Respond to Buyer Counter Offers (Seller)



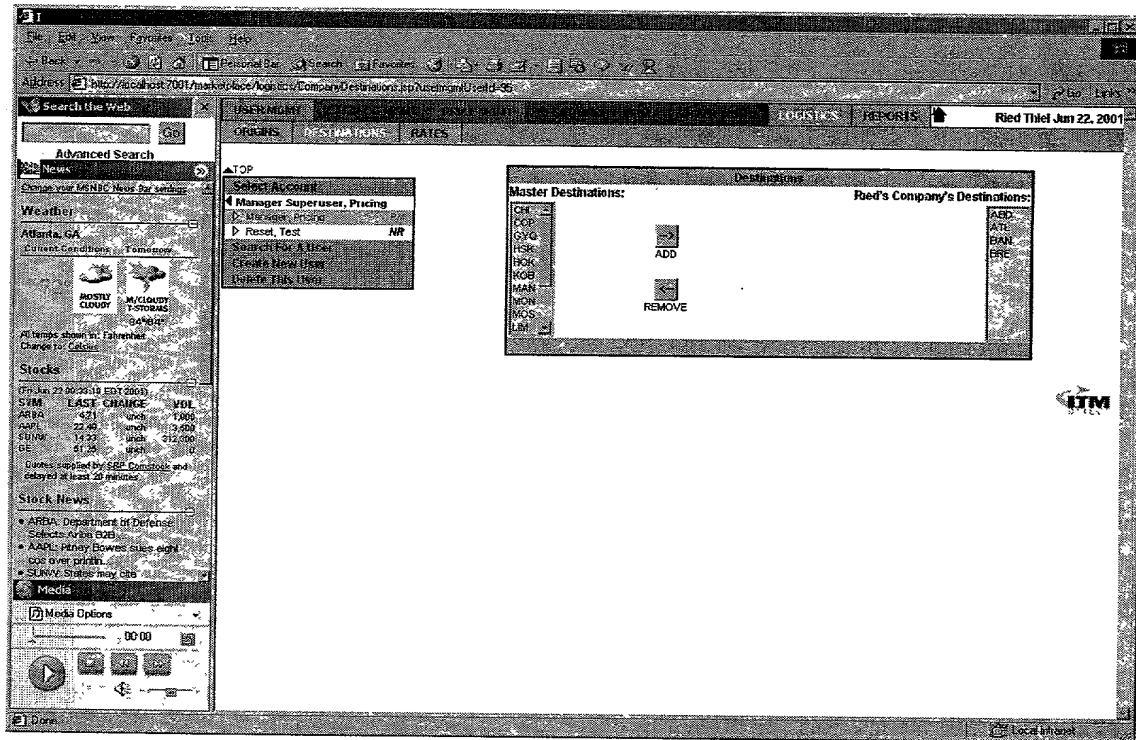
# FIGURE 12

## SCREEN SHOT OF LOGISTICS RATE ORIGINS



# FIGURE 13

## LOGISTICS DESTINATION MANAGEMENT SCREEN SHOT



## LOGISTICS RATE DETAIL

[illegible]



FIGURE 15

SCREEN SHOT OF CATALOG MANAGEMENT FUNCTIONALITY,  
AND PRODUCT CREATION UNDER THE ESTABLISHED TAXONOMY

International Trade Management - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address [http://192.168.111.34:7001/marketplace/productmgmt/ConfirmProduct.jsp?\\_BeanID=28628417](http://192.168.111.34:7001/marketplace/productmgmt/ConfirmProduct.jsp?_BeanID=28628417) Go

Links Customize Links Free Hotmail Windows RealPlayer

USER MGMT CATALOG MGMT **PRODUCT MGMT** REPORTS LOGISTICS ITM Superuser Mar 28, 2001

**CREATE PRODUCT**

Steps to Create Product:  
1. Select Category  
2. General Attributes  
3. Custom Attributes  
4. Add Product Notes  
5. Review & Submit

**CREATE PRODUCT** FRESH / FROZEN PORK >> LEG FAMILY >> Bone-in legs

Review & Submit for Bone-in hams (legs) Most Similar to MBG 401/ESS 1213

General Attributes

Sku: HIR 122567

Size (in lbs): 20 To 26

Brand: HIR

Packing: combos

Condition: Fresh

Grade/Quality: Select

Description: 20-26 Select Ham, Trained

Custom Attributes

Trim: 1/8" to 1/4"

Product Notes

This is our standard select bone-in ham, which is produced in Est 199N, 1992, and 1620 See picture at [www.hormel.com](http://www.hormel.com)

Submit Cancel

FIG. 16

## BUYER PROFILE

International Trade Management - Microsoft Internet Explorer

Address: http://192.168.111.34:7001/marketplace/relationshipmgmt/EditProfile.jsp

USER MGMT RELATIONSHIP MGMT LOGISTICS BUYER PROFILES John Smith Mar 30, 2001

### Customer Profile

Buyer:

Name Bill Johnson	Company The Kroger Company
Phone 311-456-9877	e-mail bill@kroger.com
Rel. Mgr. John Smith	Assign <input type="radio"/> Yes <input checked="" type="radio"/> No
Alternate John Smith	Alternate? <input type="radio"/> Yes <input checked="" type="radio"/> No
	Status <input checked="" type="radio"/> Active <input type="radio"/> Inactive
	Auto Submit <input type="radio"/> Yes <input checked="" type="radio"/> No

Shipping:

Terms CF	Destination Cincinnati	Acceptable Weight 42,000	Offer Units Pounds
(in pounds)			

Ship Notes

Credit:

Credit Terms Sight Draft	Credit Limit
Credit Notes	

Unique Price Factor + \$ 0 %

Pricing Notes

Product:

Select Category: Bone-In legs

Product Catalog

Bone-in hams (legs) 20 TO 26 HORMEL

Add Product

Remove Product

Products in Profile

boneless loins 8 TO 10 Always Tender  
Boneless Butts 4 TO 6 Always Tender

Save Reset Cancel